

NORTHROP GRUMMAN

DEFINING THE FUTURE



GSA Training Schedule Catalog

GENERAL SERVICES ADMINISTRATION
Federal Supply Service

Authorized Federal Supply Schedule Price List

On-line access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order are available through *GSA Advantage!*, a menu-driven database system. The INTERNET address *GSA Advantage!* is: GSAAAdvantage.gov.

GSA SCHEDULE 69, TRAINING AIDS AND DEVICES

FSC Class 6930

Contract Number GS-02F-0071S

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Contract Period: 25 January 2006 – 26 January 2011

Northrop Grumman Space & Mission Systems Corporation

12900 Federal Systems Park Drive

Fairfax, Virginia 22033-4411

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(A Large Business)

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Contractor's internet address/web site where schedule information can be found is
<http://www.ms.northropgrumman.com/markets/MCFcv.html>

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1.0 CUSTOMER INFORMATION

Item	Description	Applicable Terms
1a	Table of awarded special item numbers with cross-reference to item descriptions and awarded prices	Special Item Number 27-400 Instructor-Led Training 27-500 Course Development; Test Administration Item descriptions and awarded prices for these Special Item Numbers are shown in tables 1 through 3 attached.
1b	Identification of the lowest priced model number and lowest unit price for that model for each special item number awarded in the contract	Model numbers are not applicable for this contract. See attached for hourly rates and labor category descriptions.
1c	Contractor hourly rates, description of corresponding job titles, experience, functional responsibility and education	Hourly rates are provided in Table 1 for Contractor site labor rates and Government site labor rates. The education/ experience substitution policy is provided in Table 2. Descriptions for each labor category are provided in Table 3.
2	Maximum order	The maximum order provided in the contract clause 52.216-19, Order Limitations (Oct 1995) is \$1,000,000.00. Orders in excess of this amount may be accepted by Northrop Grumman Space & Mission Systems
3	Minimum order	The minimum order provided in the contract clause 52.216-19, Order Limitations (Oct 1995) is \$100.00. Orders below this amount may be accepted by Northrop Grumman
4	Geographic coverage	Per contract clause I-FSS-103, Scope of Contract – Worldwide (Jul 2002) Northrop Grumman will provide domestic and overseas delivery.
5	Points of production	Personnel may be provided from any location as provided in individual orders.
6	Discount from list prices	Northrop Grumman Space & Mission Systems offers a 1% discount on fully funded delivery orders in excess of \$750,000.00 and a 2% discount on fully funded delivery orders in excess of \$1,000,000.00. The discounts offered will apply to labor costs at the bottom line of the delivery order, not to individual labor rates.
7	Quantity discounts	See item 6. Above.
8	Prompt payment terms	Net 30 days
9a	Government purchase cards accepted at or below the micro-purchase threshold	Government purchase cards are accepted at or below the micro-purchase threshold.
9b	Government purchase cards accepted above the micro-purchase threshold	Government purchase cards are also accepted above the micro-purchase threshold.
10	Foreign items	No foreign items are anticipated. If any foreign items are provided they will be identified on individual order proposals.
11a	Time of delivery	Specific delivery time will be provided on each individual order. Normal delivery time will be 30 days.
11b	Expedited Delivery	Items available for expedited delivery are noted in the price list at Attachment 3.
11c	Overnight and 2-day delivery	The schedule customer may contact Northrop Grumman Space & Mission Systems for overnight and 2-day delivery.
11d	Urgent requirements	The contract includes the clause I-FSS-140-B, Urgent Requirements (Jan 1994). Agencies can contact the Northrop Grumman Space & Mission Systems contact, Willie Cowan, at (703) 968-1156 to affect a faster delivery.
12	F.O.B. Points	As specified by contract clause 52.247-34, FOB Destination (Nov 1991) deliveries will be made to the point of delivery specified in each order.
13a	Ordering address	Willie Cowan Northrop Grumman Space & Mission Systems Corp. 12900 Federal Systems Park Drive Fairfax, Virginia 22003-4411

Item	Description	Applicable Terms
13b	Ordering procedures	For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPA's), and a sample BPA can be found at the GSA/FSS Schedule homepage (fss.gsa.gov/schedules).
14	Payment address	Northrop Grumman Mission Systems C/O JP Morgan Chase, New York P.O. Box 27307 New York, NY 10087-7307 ABA Number 021000021 Account Number 323397395 Tax ID Number 34-0575430
15	Warranty provision	As provided by contract clause 552.246-73, Warranty – Multiple Award Schedule (Mar 2000), no standard commercial warranty applies.
16	Export packing charges	not applicable
17	Terms and conditions of Government purchase card acceptance	Standard American Express terms apply
18	Terms and conditions of rental, maintenance, and repair	not applicable
19	Terms and conditions of installation	not applicable
20	Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices	not applicable
20a	Terms and conditions for any other services	The terms and conditions of contract GS-02F-0071S apply to all orders.
21	List of service and distribution points	not applicable
22	List of participating dealers	not applicable
23	Preventive maintenance	not applicable
24a	Special attributes such as environmental attributes	Not applicable
24b	Section 508 compliance information	There are no stipulations in the contract that direct specific operational capabilities of any deliveries for access by handicapped personnel, and no specific Section 508 Standards are identified for implementation. The contract does not include any costs or plans to make any deliverables accessible to handicapped personnel. If the Government desires specific handicap accessibility to any deliverables, Northrop Grumman Space & Mission Systems will provide a cost estimate to enable the specific identified requirements upon identification and presentation of the specific requirements
25	Data Universal Number System (DUNS) number	040538720
26	Notification regarding registration in Central Contractor Registration (CCR) database	Northrop Grumman Space & Mission Systems Corp is registered in the Central Contractor Registration (CCR) database

Table 1. Northrop Grumman's Labor Rates for Both Contractor Site and Government Site

CONTRACTOR SITE

	MANAGEMENT AND ADMINISTRATIVE LABOR CATEGORY	Contractor Site Rate 1/1/06-12/31/06	Contractor Site Rate 1/1/07-12/31/07	Contractor Site Rate 1/1/08-12/31/08	Contractor Site Rate 1/1/09-12/31/09	Contractor Site Rate 1/1/10-12/31/10
1)	Senior Program Manager	\$ 180.69	\$ 187.63	\$ 194.01	\$ 200.60	\$ 207.82
2)	Program Manager	\$ 124.24	\$ 129.01	\$ 133.39	\$ 137.93	\$ 142.89
3)	Task Manager	\$ 92.07	\$ 95.60	\$ 98.85	\$ 102.21	\$ 105.89
4)	Senior Business Specialist	\$ 110.50	\$ 114.75	\$ 118.65	\$ 122.68	\$ 127.10
5)	Business Specialist	\$ 80.62	\$ 83.71	\$ 86.56	\$ 89.50	\$ 92.73
6)	Junior Business Specialist	\$ 59.02	\$ 61.28	\$ 63.37	\$ 65.52	\$ 67.88
7)	Senior Administrative Specialist	\$ 52.13	\$ 54.13	\$ 55.97	\$ 57.88	\$ 59.96
8)	Clerk 3	\$ 40.55	\$ 42.10	\$ 43.53	\$ 45.01	\$ 46.63
	TRAINING DEVELOPMENT LABOR CATEGORY	Contractor Site Rate 1/1/06-12/31/06	Contractor Site Rate 1/1/07-12/31/07	Contractor Site Rate 1/1/08-12/31/08	Contractor Site Rate 1/1/09-12/31/09	Contractor Site Rate 1/1/10-12/31/10
9)	Senior Media Specialist	\$ 102.94	\$ 106.89	\$ 110.53	\$ 114.29	\$ 118.40
10)	Media Specialist	\$ 57.80	\$ 60.02	\$ 62.06	\$ 64.17	\$ 66.48
11)	Junior Media Specialist	\$ 59.02	\$ 61.28	\$ 63.37	\$ 65.52	\$ 67.88
12)	Audio-Visual Technician 3	\$ 52.10	\$ 54.01	\$ 55.85	\$ 57.75	\$ 59.83
13)	Audio-Visual Technician 2	\$ 47.10	\$ 48.83	\$ 50.49	\$ 52.21	\$ 54.09
14)	Audio-Visual Technician 1	\$ 39.59	\$ 41.04	\$ 42.44	\$ 43.88	\$ 45.46
15)	Master Graphics Specialist	\$ 58.88	\$ 61.14	\$ 63.22	\$ 65.37	\$ 67.73
16)	Graphics Specialist 3	\$ 55.19	\$ 57.31	\$ 59.25	\$ 61.27	\$ 63.47
17)	Graphics Specialist 2	\$ 50.18	\$ 52.11	\$ 53.88	\$ 55.71	\$ 57.72
18)	Graphics Specialist 1	\$ 44.94	\$ 46.67	\$ 48.25	\$ 49.89	\$ 51.69
19)	Senior Technical Writer	\$ 74.22	\$ 77.07	\$ 79.69	\$ 82.40	\$ 85.37
20)	Technical Documentation Coordinator	\$ 51.77	\$ 53.67	\$ 55.50	\$ 57.38	\$ 59.45
21)	Technical Documentation Specialist	\$ 41.87	\$ 43.41	\$ 44.89	\$ 46.41	\$ 48.08
22)	Technical Documentation Assistant	\$ 32.61	\$ 33.81	\$ 34.96	\$ 36.15	\$ 37.45
23)	Principal Instructional Architect	\$ 159.58	\$ 165.70	\$ 171.33	\$ 177.16	\$ 183.54
24)	Senior Instructional Designer	\$ 131.99	\$ 137.06	\$ 141.72	\$ 146.54	\$ 151.81
25)	Instructional Designer	\$ 86.07	\$ 89.38	\$ 92.42	\$ 95.56	\$ 99.00
26)	Junior Instructional Designer	\$ 69.37	\$ 72.03	\$ 74.48	\$ 77.01	\$ 79.79
27)	Senior Courseware Developer	\$ 96.60	\$ 100.16	\$ 103.56	\$ 107.08	\$ 110.94
28)	Courseware Developer	\$ 73.43	\$ 76.13	\$ 78.72	\$ 81.39	\$ 84.32
29)	Junior Courseware Developer	\$ 52.72	\$ 54.66	\$ 56.52	\$ 58.44	\$ 60.54
30)	Senior Curriculum Developer	\$ 116.48	\$ 120.95	\$ 125.07	\$ 129.32	\$ 133.98
31)	Curriculum Developer	\$ 86.07	\$ 89.38	\$ 92.42	\$ 95.56	\$ 99.00
32)	Junior Curriculum Developer	\$ 69.37	\$ 72.03	\$ 74.48	\$ 77.01	\$ 79.79
	TRAINING DELIVERY LABOR CATEGORY	Contractor Site Rate 1/1/06-12/31/06	Contractor Site Rate 1/1/07-12/31/07	Contractor Site Rate 1/1/08-12/31/08	Contractor Site Rate 1/1/09-12/31/09	Contractor Site Rate 1/1/10-12/31/10
33)	Instructor	\$ 52.72	\$ 54.66	\$ 56.52	\$ 58.44	\$ 60.54
34)	Senior Military Trainer	\$ 110.59	\$ 114.66	\$ 118.56	\$ 122.59	\$ 127.00
35)	Military Trainer	\$ 81.23	\$ 84.22	\$ 87.08	\$ 90.04	\$ 93.28
36)	Senior Exercise Support Specialist	\$ 138.39	\$ 143.48	\$ 148.36	\$ 153.41	\$ 158.93
37)	Exercise Support Specialist	\$ 92.82	\$ 96.23	\$ 99.51	\$ 102.89	\$ 106.59
38)	Junior Exercise Support Specialist	\$ 55.47	\$ 57.51	\$ 59.46	\$ 61.48	\$ 63.70
39)	Safety Specialist	\$ 69.76	\$ 72.32	\$ 74.78	\$ 77.33	\$ 80.11
40)	Training Effects Specialist 3	\$ 52.10	\$ 54.01	\$ 55.85	\$ 57.75	\$ 59.83
41)	Training Effects Specialist 2	\$ 48.97	\$ 50.77	\$ 52.50	\$ 54.28	\$ 56.23
42)	Training Effects Specialist 1	\$ 39.59	\$ 41.04	\$ 42.44	\$ 43.88	\$ 45.46

	TRAINING DELIVERY (continued) LABOR CATEGORY	Contractor Site Rate 1/1/06-12/31/06	Contractor Site Rate 1/1/07-12/31/07	Contractor Site Rate 1/1/08-12/31/08	Contractor Site Rate 1/1/09-12/31/09	Contractor Site Rate 1/1/10-12/31/10
43)	Military Field Specialist 3	\$ 48.97	\$ 50.77	\$ 52.50	\$ 54.28	\$ 56.23
44)	Military Field Specialist 2	\$ 44.59	\$ 46.23	\$ 47.80	\$ 49.43	\$ 51.21
45)	Military Field Specialist 1	\$ 39.59	\$ 41.04	\$ 42.44	\$ 43.88	\$ 45.46
46)	Functional Field Specialist 3	\$ 48.97	\$ 50.77	\$ 52.50	\$ 54.28	\$ 56.23
47)	Functional Field Specialist 2	\$ 44.59	\$ 46.23	\$ 47.80	\$ 49.43	\$ 51.21
48)	Functional Field Specialist 1	\$ 39.59	\$ 41.04	\$ 42.44	\$ 43.88	\$ 45.46
49)	Senior Role Player Negotiator	\$ 117.01	\$ 121.31	\$ 125.44	\$ 129.70	\$ 134.37
50)	Role Player Negotiator	\$ 89.03	\$ 92.31	\$ 95.45	\$ 98.69	\$ 102.24
51)	Junior Role Player Negotiator	\$ 63.71	\$ 66.05	\$ 68.30	\$ 70.62	\$ 73.16
52)	Role Player 3	\$ 48.97	\$ 50.77	\$ 52.50	\$ 54.28	\$ 56.23
53)	Role Player 2	\$ 44.59	\$ 46.23	\$ 47.80	\$ 49.43	\$ 51.21
54)	Role Player 1	\$ 39.59	\$ 41.04	\$ 42.44	\$ 43.88	\$ 45.46
	TRAINING SUPPORT LABOR CATEGORY	Contractor Site Rate 1/1/06-12/31/06	Contractor Site Rate 1/1/07-12/31/07	Contractor Site Rate 1/1/08-12/31/08	Contractor Site Rate 1/1/09-12/31/09	Contractor Site Rate 1/1/10-12/31/10
55)	Master Electronic Technician	\$ 58.92	\$ 61.09	\$ 63.17	\$ 65.32	\$ 67.73
56)	Electronic Technician 3	\$ 52.10	\$ 54.01	\$ 55.85	\$ 57.75	\$ 59.83
57)	Electronic Technician 2	\$ 47.10	\$ 48.83	\$ 50.49	\$ 52.21	\$ 54.09
58)	Electronic Technician 1	\$ 39.59	\$ 41.04	\$ 42.44	\$ 43.88	\$ 45.46
59)	Master Mechanical Technician	\$ 58.92	\$ 61.09	\$ 63.17	\$ 65.32	\$ 67.73
60)	Mechanical Technician 3	\$ 52.10	\$ 54.01	\$ 55.85	\$ 57.75	\$ 59.83
61)	Mechanical Technician 2	\$ 47.10	\$ 48.83	\$ 50.49	\$ 52.21	\$ 54.09
62)	Mechanical Technician 1	\$ 39.59	\$ 41.04	\$ 42.44	\$ 43.88	\$ 45.46
	MODELING AND SIMULATION LABOR CATEGORY	Contractor Site Rate 1/1/06-12/31/06	Contractor Site Rate 1/1/07-12/31/07	Contractor Site Rate 1/1/08-12/31/08	Contractor Site Rate 1/1/09-12/31/09	Contractor Site Rate 1/1/10-12/31/10
63)	Senior Engineer	\$ 128.89	\$ 133.84	\$ 138.39	\$ 143.10	\$ 148.25
64)	Engineer	\$ 86.07	\$ 89.38	\$ 92.42	\$ 95.56	\$ 99.00
65)	Junior Engineer	\$ 69.37	\$ 72.03	\$ 74.48	\$ 77.01	\$ 79.79
66)	Senior Information Analyst	\$ 104.18	\$ 108.01	\$ 111.68	\$ 115.48	\$ 119.63
67)	Information Analyst	\$ 63.71	\$ 66.05	\$ 68.30	\$ 70.62	\$ 73.16
68)	Senior Modeler	\$ 116.48	\$ 120.95	\$ 125.07	\$ 129.32	\$ 133.98
69)	Modeler	\$ 86.07	\$ 89.38	\$ 92.42	\$ 95.56	\$ 99.00
70)	Junior Modeler	\$ 69.37	\$ 72.03	\$ 74.48	\$ 77.01	\$ 79.79
71)	Senior Multi-Media Software Engineer	\$ 116.48	\$ 120.95	\$ 125.07	\$ 129.32	\$ 133.98
72)	Multi-Media Software Engineer	\$ 86.07	\$ 89.38	\$ 92.42	\$ 95.56	\$ 99.00
73)	Junior Multi-Media Software Engineer	\$ 69.37	\$ 72.03	\$ 74.48	\$ 77.01	\$ 79.79
74)	Requirements Analyst I	\$ 159.58	\$ 165.70	\$ 171.33	\$ 177.16	\$ 183.54
75)	Requirements Analyst II	\$ 131.99	\$ 137.06	\$ 141.72	\$ 146.54	\$ 151.81
76)	Requirements Analyst III	\$ 116.48	\$ 120.95	\$ 125.07	\$ 129.32	\$ 133.98
77)	Requirements Analyst IV	\$ 86.07	\$ 89.38	\$ 92.42	\$ 95.56	\$ 99.00
78)	Requirements Analyst V	\$ 69.37	\$ 72.03	\$ 74.48	\$ 77.01	\$ 79.79
79)	Senior Database Management Specialist	\$ 104.18	\$ 108.01	\$ 111.68	\$ 115.48	\$ 119.63
80)	Database Management Specialist	\$ 73.43	\$ 76.13	\$ 78.72	\$ 81.39	\$ 84.32
81)	Junior Database Management Specialist	\$ 52.72	\$ 54.66	\$ 56.52	\$ 58.44	\$ 60.54
82)	Senior Data Collector	\$ 89.03	\$ 92.31	\$ 95.45	\$ 98.69	\$ 102.24
83)	Data Collector	\$ 73.43	\$ 76.13	\$ 78.72	\$ 81.39	\$ 84.32
84)	Junior Data Collector	\$ 52.72	\$ 54.66	\$ 56.52	\$ 58.44	\$ 60.54
85)	Data Analyst	\$ 39.59	\$ 41.04	\$ 42.44	\$ 43.88	\$ 45.46
86)	Senior Strategic Consultant	\$ 310.51	\$ 322.42	\$ 333.39	\$ 344.72	\$ 357.48
87)	Strategic Consultant	\$ 206.50	\$ 214.43	\$ 221.72	\$ 229.26	\$ 237.74
88)	Senior Facilitator	\$ 258.87	\$ 268.81	\$ 277.95	\$ 287.40	\$ 298.03

GOVERNMENT SITE

	MANAGEMENT AND ADMINISTRATIVE LABOR CATEGORY	Government Site Rate 1/1/06-12/31/06	Government Site Rate 1/1/07-12/31/07	Government Site Rate 1/1/08-12/31/08	Government Site Rate 1/1/09-12/31/09	Government Site Rate 1/1/10-12/31/10
1)	Senior Program Manager	\$ 130.51	\$ 135.07	\$ 139.67	\$ 144.41	\$ 149.61
2)	Program Manager	\$ 102.35	\$ 105.93	\$ 109.53	\$ 113.26	\$ 117.33
3)	Task Manager	\$ 72.67	\$ 75.21	\$ 77.77	\$ 80.41	\$ 83.30
4)	Senior Business Specialist	\$ 82.33	\$ 85.22	\$ 88.11	\$ 91.11	\$ 94.39
5)	Business Specialist	\$ 70.61	\$ 73.08	\$ 75.56	\$ 78.13	\$ 80.94
6)	Junior Business Specialist	\$ 39.13	\$ 40.50	\$ 41.88	\$ 43.30	\$ 44.86
7)	Senior Administrative Specialist	\$ 40.96	\$ 42.39	\$ 43.83	\$ 45.32	\$ 46.96
8)	Clerk 3	\$ 31.18	\$ 32.27	\$ 33.37	\$ 34.50	\$ 35.74
	TRAINING DEVELOPMENT LABOR CATEGORY	Government Site Rate 1/1/06-12/31/06	Government Site Rate 1/1/07-12/31/07	Government Site Rate 1/1/08-12/31/08	Government Site Rate 1/1/09-12/31/09	Government Site Rate 1/1/10-12/31/10
9)	Senior Media Specialist	\$ 77.99	\$ 80.72	\$ 83.47	\$ 86.30	\$ 89.41
10)	Media Specialist	\$ 51.46	\$ 53.26	\$ 55.07	\$ 56.94	\$ 58.99
11)	Junior Media Specialist	\$ 39.13	\$ 40.50	\$ 41.88	\$ 43.30	\$ 44.86
12)	Audio-Visual Technician 3	\$ 41.22	\$ 42.64	\$ 44.09	\$ 45.59	\$ 47.23
13)	Audio-Visual Technician 2	\$ 37.87	\$ 39.17	\$ 40.51	\$ 41.88	\$ 43.39
14)	Audio-Visual Technician 1	\$ 32.50	\$ 33.62	\$ 34.76	\$ 35.94	\$ 37.24
15)	Master Graphics Specialist	\$ 57.83	\$ 59.86	\$ 61.89	\$ 64.00	\$ 66.30
16)	Graphics Specialist 3	\$ 41.22	\$ 42.64	\$ 44.09	\$ 45.59	\$ 47.23
17)	Graphics Specialist 2	\$ 37.87	\$ 39.17	\$ 40.51	\$ 41.88	\$ 43.39
18)	Graphics Specialist 1	\$ 32.50	\$ 33.62	\$ 34.76	\$ 35.94	\$ 37.24
19)	Senior Technical Writer	\$ 62.49	\$ 64.68	\$ 66.88	\$ 69.15	\$ 71.64
20)	Technical Documentation Coordinator	\$ 42.16	\$ 43.61	\$ 45.09	\$ 46.63	\$ 48.30
21)	Technical Documentation Specialist	\$ 27.36	\$ 28.19	\$ 29.15	\$ 30.14	\$ 31.23
22)	Technical Documentation Assistant	\$ 20.95	\$ 21.59	\$ 22.32	\$ 23.08	\$ 23.91
23)	Principal Instructional Architect	\$ 127.36	\$ 131.82	\$ 136.30	\$ 140.93	\$ 146.01
24)	Senior Instructional Designer	\$ 110.85	\$ 114.73	\$ 118.63	\$ 122.66	\$ 127.08
25)	Instructional Designer	\$ 68.09	\$ 70.47	\$ 72.86	\$ 75.34	\$ 78.05
26)	Junior Instructional Designer	\$ 49.14	\$ 50.86	\$ 52.59	\$ 54.38	\$ 56.34
27)	Senior Courseware Developer	\$ 72.73	\$ 75.24	\$ 77.80	\$ 80.44	\$ 83.34
28)	Courseware Developer	\$ 44.93	\$ 46.30	\$ 47.87	\$ 49.50	\$ 51.28
29)	Junior Courseware Developer	\$ 35.88	\$ 36.97	\$ 38.23	\$ 39.53	\$ 40.95
30)	Senior Curriculum Developer	\$ 93.85	\$ 97.13	\$ 100.44	\$ 103.85	\$ 107.59
31)	Curriculum Developer	\$ 68.09	\$ 70.47	\$ 72.86	\$ 75.34	\$ 78.05
32)	Junior Curriculum Developer	\$ 49.14	\$ 50.86	\$ 52.59	\$ 54.38	\$ 56.34
	TRAINING DEVELOPMENT LABOR CATEGORY	Government Site Rate 1/1/06-12/31/06	Government Site Rate 1/1/07-12/31/07	Government Site Rate 1/1/08-12/31/08	Government Site Rate 1/1/09-12/31/09	Government Site Rate 1/1/10-12/31/10
33)	Instructor	\$ 41.19	\$ 42.44	\$ 43.89	\$ 45.38	\$ 47.01
34)	Senior Military Trainer	\$ 86.55	\$ 89.54	\$ 92.58	\$ 95.73	\$ 99.18
35)	Military Trainer	\$ 50.88	\$ 52.43	\$ 54.22	\$ 56.06	\$ 58.08
36)	Senior Exercise Support Specialist	\$ 102.06	\$ 105.58	\$ 109.17	\$ 112.88	\$ 116.95
37)	Exercise Support Specialist	\$ 69.10	\$ 71.48	\$ 73.91	\$ 76.43	\$ 79.18
38)	Junior Exercise Support Specialist	\$ 37.21	\$ 38.34	\$ 39.64	\$ 40.99	\$ 42.47
39)	Safety Specialist	\$ 53.71	\$ 55.56	\$ 57.45	\$ 59.40	\$ 61.54
40)	Training Effects Specialist 3	\$ 34.57	\$ 35.63	\$ 36.84	\$ 38.09	\$ 39.46
41)	Training Effects Specialist 2	\$ 32.20	\$ 33.18	\$ 34.31	\$ 35.47	\$ 36.75
42)	Training Effects Specialist 1	\$ 25.07	\$ 25.83	\$ 26.71	\$ 27.62	\$ 28.61
43)	Military Field Specialist 3	\$ 32.20	\$ 33.18	\$ 34.31	\$ 35.47	\$ 36.75

	TRAINING DEVELOPMENT (continued) LABOR CATEGORY	Government Site Rate 1/1/06-12/31/06	Government Site Rate 1/1/07-12/31/07	Government Site Rate 1/1/08-12/31/08	Government Site Rate 1/1/09-12/31/09	Government Site Rate 1/1/10-12/31/10
44)	Military Field Specialist 2	\$ 28.87	\$ 29.75	\$ 30.76	\$ 31.81	\$ 32.95
45)	Military Field Specialist 1	\$ 25.07	\$ 25.83	\$ 26.71	\$ 27.62	\$ 28.61
46)	Functional Field Specialist 3	\$ 39.04	\$ 40.39	\$ 41.76	\$ 43.18	\$ 44.74
47)	Functional Field Specialist 2	\$ 35.99	\$ 37.23	\$ 38.49	\$ 39.80	\$ 41.24
48)	Functional Field Specialist 1	\$ 32.50	\$ 33.62	\$ 34.76	\$ 35.94	\$ 37.24
49)	Senior Role Player Negotiator	\$ 93.12	\$ 96.32	\$ 99.60	\$ 102.99	\$ 106.69
50)	Role Player Negotiator	\$ 65.47	\$ 67.73	\$ 70.03	\$ 72.41	\$ 75.02
51)	Junior Role Player Negotiator	\$ 48.75	\$ 50.43	\$ 52.14	\$ 53.92	\$ 55.86
52)	Role Player 3	\$ 32.20	\$ 33.18	\$ 34.31	\$ 35.47	\$ 36.75
53)	Role Player 2	\$ 28.87	\$ 29.75	\$ 30.76	\$ 31.81	\$ 32.95
54)	Role Player 1	\$ 25.07	\$ 25.83	\$ 26.71	\$ 27.62	\$ 28.61
	TRAINING SUPPORT LABOR CATEGORY	Government Site Rate 1/1/06-12/31/06	Government Site Rate 1/1/07-12/31/07	Government Site Rate 1/1/08-12/31/08	Government Site Rate 1/1/09-12/31/09	Government Site Rate 1/1/10-12/31/10
55)	Master Electronic Technician	\$ 49.29	\$ 50.99	\$ 52.72	\$ 54.52	\$ 56.48
56)	Electronic Technician 3	\$ 37.75	\$ 38.90	\$ 40.22	\$ 41.59	\$ 43.09
57)	Electronic Technician 2	\$ 34.36	\$ 35.40	\$ 36.60	\$ 37.85	\$ 39.21
58)	Electronic Technician 1	\$ 28.57	\$ 29.44	\$ 30.44	\$ 31.48	\$ 32.61
59)	Master Mechanical Technician	\$ 49.29	\$ 50.99	\$ 52.72	\$ 54.52	\$ 56.48
60)	Mechanical Technician 3	\$ 37.75	\$ 38.90	\$ 40.22	\$ 41.59	\$ 43.09
61)	Mechanical Technician 2	\$ 34.36	\$ 35.40	\$ 36.60	\$ 37.85	\$ 39.21
62)	Mechanical Technician 1	\$ 28.57	\$ 29.44	\$ 30.44	\$ 31.48	\$ 32.61
	MODELING AND SIMULATION LABOR CATEGORY	Government Site Rate 1/1/06-12/31/06	Government Site Rate 1/1/07-12/31/07	Government Site Rate 1/1/08-12/31/08	Government Site Rate 1/1/09-12/31/09	Government Site Rate 1/1/10-12/31/10
63)	Senior Engineer	\$ 107.45	\$ 111.21	\$ 114.99	\$ 118.90	\$ 123.18
64)	Engineer	\$ 68.09	\$ 70.47	\$ 72.86	\$ 75.34	\$ 78.05
65)	Junior Engineer	\$ 49.14	\$ 50.86	\$ 52.59	\$ 54.38	\$ 56.34
66)	Senior Information Analyst	\$ 79.99	\$ 82.75	\$ 85.56	\$ 88.47	\$ 91.66
67)	Information Analyst	\$ 48.75	\$ 50.43	\$ 52.14	\$ 53.92	\$ 55.86
68)	Senior Modeler	\$ 93.85	\$ 97.13	\$ 100.44	\$ 103.85	\$ 107.59
69)	Modeler	\$ 68.09	\$ 70.47	\$ 72.86	\$ 75.34	\$ 78.05
70)	Junior Modeler	\$ 49.14	\$ 50.86	\$ 52.59	\$ 54.38	\$ 56.34
71)	Senior Multi-Media Software Engineer	\$ 93.85	\$ 97.13	\$ 100.44	\$ 103.85	\$ 107.59
72)	Multi-Media Software Engineer	\$ 68.09	\$ 70.47	\$ 72.86	\$ 75.34	\$ 78.05
73)	Junior Multi-Media Software Engineer	\$ 49.14	\$ 50.86	\$ 52.59	\$ 54.38	\$ 56.34
74)	Requirements Analyst I	\$ 105.05	\$ 108.67	\$ 112.36	\$ 116.18	\$ 120.36
75)	Requirements Analyst II	\$ 93.12	\$ 96.32	\$ 99.60	\$ 102.99	\$ 106.69
76)	Requirements Analyst III	\$ 79.99	\$ 82.75	\$ 85.56	\$ 88.47	\$ 91.66
77)	Requirements Analyst IV	\$ 68.09	\$ 70.47	\$ 72.86	\$ 75.34	\$ 78.05
78)	Requirements Analyst V	\$ 35.88	\$ 36.97	\$ 38.23	\$ 39.53	\$ 40.95
79)	Senior Database Management Specialist	\$ 79.99	\$ 82.75	\$ 85.56	\$ 88.47	\$ 91.66
80)	Database Management Specialist	\$ 56.87	\$ 58.83	\$ 60.83	\$ 62.90	\$ 65.17
81)	Junior Database Management Specialist	\$ 42.74	\$ 44.22	\$ 45.72	\$ 47.27	\$ 48.97
82)	Senior Data Collector	\$ 65.47	\$ 67.73	\$ 70.03	\$ 72.41	\$ 75.02
83)	Data Collector	\$ 44.93	\$ 46.30	\$ 47.87	\$ 49.50	\$ 51.28
84)	Junior Data Collector	\$ 35.88	\$ 36.97	\$ 38.23	\$ 39.53	\$ 40.95
85)	Data Analyst	\$ 25.07	\$ 25.83	\$ 26.71	\$ 27.62	\$ 28.61
86)	Senior Strategic Consultant	\$ 251.40	\$ 260.20	\$ 269.05	\$ 278.19	\$ 288.21
87)	Strategic Consultant	\$ 167.19	\$ 173.04	\$ 178.93	\$ 185.01	\$ 191.67
88)	Senior Facilitator	\$ 209.60	\$ 216.93	\$ 224.31	\$ 231.93	\$ 240.28

2.0 LABOR CATEGORIES

Table 2 presents Northrop Grumman's education/experience substitution policy.

Table 2. Northrop Grumman's Education/Experience Substitution Policy

Degree	Degree and Experience Substitution	Related Experience Substitution
Associate's	2 years	2 years
Bachelor's	Associate's + 2 years	4 years
Master's	Bachelor's + 2 years	6 years
Doctorate	Master's + 4 years	10 years

Table 3 presents Northrop Grumman's labor categories. The table also presents the qualifications required for each category.

Table 3. Northrop Grumman Proposed Labor Categories

	Labor Category	Description
1	Senior Program Manager	Requires a Bachelor's degree in management, training, education, or equivalent with 20 years' experience of which a minimum of 10 years must be specialized in managing projects, contracts, funds, and resources.
2	Program Manager	Requires a Bachelor's degree in management, training, education, or equivalent with 10 years' experience with the design, development, and delivery of training products and services.
3	Task Manager	Requires a Bachelor's degree in management, training, education, or equivalent with 5 years' experience with the design, development, and delivery of training products and services.
4	Senior Business Specialist	Requires a Bachelor's degree and 12 years' experience in performing business operations analysis, program control, or contract administration for government or commercial programs.
5	Business Specialist	Requires a Bachelor's degree and 6 years' experience in performing business operations analysis, program control, or contract administration for government or commercial programs.
6	Junior Business Specialist	Requires a Bachelor's degree and training in business operations analysis, program control, or contract administration for government or commercial programs.
7	Senior Administrative Specialist	Requires a High School diploma and 6 years' related education and/or experience in business management. Must provide clerical and administrative support to projects and/or functional or staff organizations. May lead lower-level employees.
8	Clerk 3	Requires a High School diploma and 2 years' related education and/or experience. Must perform various general clerical and administrative duties in support of technical/administrative managers and/or professional staff.
9	Senior Media Specialist	Requires a Bachelor's degree in media production or equivalent with 10 years' experience of which a minimum of 3 years must be specialized in the design, development, and implementation of audio-visual media.
10	Media Specialist	Requires a Bachelor's degree in media production or equivalent with 3 years' experience of which a minimum of 1 year must be specialized in the design, development and implementation of audio-visual media.
11	Junior Media Specialist	Requires a Bachelor's degree in media production or equivalent with training in the design, development, and implementation of audio-visual media.
12	Audio-Visual Technician 3	Requires a High School diploma and 6 years' related education and/or experience. Must provide audio-visual support in filming, editing, sound, lighting and/or equipment repair. May lead lower-level employees.
13	Audio-Visual Technician 2	Requires a High School diploma and 4 years' related education and/or experience. Must provide audio-visual support in filming, editing, sound, lighting, and/or equipment repair.
14	Audio-Visual Technician 1	Requires a High School diploma and 2 years' related education and/or experience. Must provide audio-visual support in filming, editing, sound, lighting, and/or equipment repair.

	Labor Category	Description
15	Master Graphics Specialist	Requires a High School diploma and 10 years' related education and/or experience. Associates degree preferred. Must provide a variety of special or complex document support services to technical/administrative managers and/or professional staff. May supervise lower-level employees.
16	Graphics Specialist 3	Requires a High School diploma and 6 years' related education and/or experience. Must provide a variety of special or complex document support services to technical/administrative managers and/or professional staff.
17	Graphics Specialist 2	Requires a High School diploma and 4 years' related education and/or experience. Must provide a variety of special or complex document support services to technical/administrative managers and/or professional staff.
18	Graphics Specialist 1	Requires a High School diploma and 2 years' related education and/or experience. Must provide a variety of special or complex document support services to technical/administrative managers and/or professional staff.
19	Senior Technical Writer	Requires a Bachelor's degree and 5 years' experience with preparation of technical documentation and training course materials.
20	Technical Documentation Coordinator	Requires a High School diploma and 6 years' related education and/or experience. Must assist the technical staff in coordinating the research, typing, editing, and graphics for the preparation of technical documents. May lead lower-level employees.
21	Technical Documentation Specialist	Requires a High School diploma and 4 years' related education and/or experience. Must assist the technical staff in coordinating the research, typing, editing, and graphics for the preparation of technical documents.
22	Technical Documentation Assistant	Requires a High School diploma and 2 years' related education and/or experience. Must assist the technical staff in coordinating the research, typing, editing, and graphics for the preparation of technical documents.
23	Principal Instructional Architect	Requires a Bachelor's degree in training, education or equivalent with 15 years' experience of which a minimum of 6 years must be specialized in the design and development of training products and services.
24	Senior Instructional Designer	Requires a Bachelor's degree in training, education, or equivalent with 10 years' experience of which a minimum of 4 years must be specialized in the design and development of training products and services.
25	Instructional Designer	Requires a Bachelor's degree in training, education, or equivalent with 4-6 years' experience of which a minimum of 1 year must be specialized in the design and development of training products and services. (Increased from a 962.)
26	Junior Instructional Designer	Requires a Bachelor's degree in training, education, or equivalent with knowledge of design and development of training products and services.
27	Senior Courseware Developer	Requires a Bachelor's degree in training, education, or equivalent with 8-11 years experience of which a minimum of 2 years must be specialized in courseware authoring for CBT. (Increased from a 963.)
28	Courseware Developer	Requires a Bachelor's degree in training, education, or equivalent with 4-6 years experience of which a minimum of 1 year must be specialized in courseware authoring for CBT. (Increased from a 962.)
29	Junior Courseware Developer	Requires a Bachelor's degree in training, education, or equivalent with training in courseware authoring.
30	Senior Curriculum Developer	Requires a Bachelor's degree and 8-11 years' experience with the development of training scenarios, appropriate training approaches, training plans, training curricula, and materials. (Increased from a 963.)
31	Curriculum Developer	Requires a Bachelor's degree and 4-6 years' experience with the development of training scenarios, appropriate training approaches, training plans, training curricula, and materials. (Increased from a 962.)
32	Junior Curriculum Developer	Requires a Bachelor's degree and training in the development of training scenarios, appropriate training approaches, training plans, training curricula, and materials.

	Labor Category	Description
33	Instructor	Teaches courses in one or more subjects in commercial, governmental, industrial, or service establishments. Prepares instructional program in accordance with training or other course requirements, assembling materials to be presented. Instructs students in the theoretical and practical aspects covering the subjects being taught. Utilizes such teaching methods as individual coaching, group discussions, lectures, demonstrations, seminars, and workshops. Selects or develops teaching aids such as wall charts, prepared notes, tape recordings, radio, television, films, film strips, and training handbooks. Supervises practical work carried out by students, and assists them at points of difficulty. Tests students to evaluate their learning progress and to evaluate effectiveness of instruction. Compiles assessment report regarding each student. May arrange visits to or periods of employment in real-work situations to reinforce instruction.
34	Senior Military Trainer	Requires a Bachelor's degree with 15 years' experience of which a minimum of 6 years must be specialized in military training.
35	Military Trainer	Requires a Bachelor's degree with 6-8 years' experience of which a minimum of 4 years must be specialized in military training.
36	Senior Exercise Support Specialist	Requires a Bachelor's degree with 15 years experience of which a minimum of 6 years must be specialized in the design and/or control of integrated field or simulation exercises.
37	Exercise Support Specialist	Requires a Bachelor's degree with 10 years experience of which a minimum of 4 years must be specialized in the in the design and/or control of integrated field or simulation exercises.
38	Junior Exercise Support Specialist	Requires a Bachelor's degree with 3 years' experience of which a minimum of 1 year must be specialized in the design and/or control of integrated field or simulation exercises.
39	Safety Specialist	Requires a Bachelor's degree and 4 years' experience with hazard identification and mitigation for military, governmental, or civilian programs.
40	Training Effects Specialist 3	Requires High School Diploma or equivalent certificate and 15 years' experience in the use of training pyrotechnics and environmental effects devices.
41	Training Effects Specialist 2	Requires High School Diploma or equivalent certificate and 10 years' experience in the use of training pyrotechnics and environmental effects devices.
42	Training Effects Specialist 1	Requires High School Diploma or equivalent certificate and 5 years' experience in the use of training pyrotechnics and environmental effects devices.
43	Military Field Specialist 3	Requires a High School diploma and 6 years' military education and/or experience. Must have a valid state driver's license and military service as an NCO of E-7 or higher.
44	Military Field Specialist 2	Requires a High School diploma and 2 years' military education and/or experience. Must have a valid state driver's license.
45	Military Field Specialist 1	Requires a High School diploma or equivalent with some military background.
46	Functional Field Specialist 3	Requires relevant certification in required field and 10 years' experience in designated functional area. Must have a demonstrated ability to operate and troubleshoot associated training devices.
47	Functional Field Specialist 2	Requires relevant certifications in required field and 5 years' experience in designated functional area. Must have a demonstrated ability to operate and troubleshoot associated training devices.
48	Functional Field Specialist 1	Requires 1 year of experience in designated functional area. Must have a demonstrated ability to operate and troubleshoot associated training devices.
49	Senior Role-Player – Negotiator	Requires Bachelor's degree and 15 years' experience in multi-jurisdictional and/or cultural environments facilitating negotiations between various parties/factions. As required, conversational fluency in designated language and understanding of local norms.
50	Role-Player – Negotiator	Requires Bachelor's degree and 10 years' experience in multi-jurisdictional and/or cultural environments facilitating negotiations between various parties/factions. As required, conversational fluency in designated language and understanding of local norms.
51	Junior Role-Player – Negotiator	Requires Associates degree and 5 years' experience in multi-jurisdictional and/or cultural environments facilitating negotiations between various parties/factions. As required, conversational fluency in designated language and understanding of local norms.
52	Role-Player 3	Requires High School Diploma or equivalent certificate and 10 years' experience in the subject area being portrayed. Must have a demonstrated ability to learn appropriate story line and respond to training participants' actions accordingly.

	Labor Category	Description
53	Role-Player 2	Requires High School Diploma or equivalent certificate and 5 years' experience in the subject area being portrayed. Must have a demonstrated ability to learn appropriate story line and respond to training participants' actions accordingly.
54	Role-Player 1	Requires High School Diploma or equivalent certificate and 1 year of experience in the subject area being portrayed. Must have a demonstrated ability to learn appropriate story line and respond to training participants actions accordingly.
55	Master Electronic Technician	Requires a High School diploma and 10 years' related education and/or experience. Associates degree preferred. Must perform fabrication, test, installation, maintenance, minor repair, and calibration of electromagnetic systems and data acquisition and recording systems. Supervises lower-level employees.
56	Electronic Technician 3	Requires a High School diploma and 6 years' related education and/or experience. Must perform fabrication, test, installation, maintenance, minor repair, and calibration of electromagnetic systems and data acquisition and recording systems.
57	Electronic Technician 2	Requires a High School diploma and 4 years' related education and/or experience. Must perform fabrication, test, installation, maintenance, minor repair, and calibration of electromagnetic systems and data acquisition and recording systems.
58	Electronic Technician 1	Requires a High School diploma and 2 years' related education and/or experience. Must perform fabrication, test, installation, maintenance, minor repair, and calibration of electromagnetic systems and data acquisition and recording systems.
59	Master Mechanical Technician	Requires a High School diploma and 10 years' related education and/or experience. Associates degree preferred. Must perform installation, maintenance, and repair of facility systems such as heating, ventilation, and air conditioning; all types of mechanical systems; electrical/electronic systems less than 60 volts; fire protection systems; and site-specific systems supporting specialized missions. Supervises lower-level employees.
60	Mechanical Technician 3	Requires a High School diploma and 6 years' related education and/or experience. Must perform installation, maintenance, and repair of facility systems such as heating, ventilation, and air conditioning; all types of mechanical systems; electrical/electronic systems less than 60 volts; fire protection systems; and site-specific systems supporting specialized missions.
61	Mechanical Technician 2	Requires a High School diploma and 4 years' related education and/or experience. Must perform installation, maintenance, and repair of facility systems such as heating, ventilation, and air conditioning; all types of mechanical systems; electrical/electronic systems less than 60 volts; fire protection systems; and site-specific systems supporting specialized missions.
62	Mechanical Technician 1	Requires a High School diploma and 2 years' related education and/or experience. Must perform installation, maintenance, and repair of facility systems such as heating, ventilation, and air conditioning; all types of mechanical systems; electrical/electronic systems less than 60 volts; fire protection systems; and site-specific systems supporting specialized missions.
63	Senior Engineer	Requires a Bachelor's degree in engineering, physics, computer science, or equivalent with 10 years' experience of which a minimum of 4 years must be specialized in the design, integration, and installation of hardware systems.
64	Engineer	Requires a Bachelor's degree in engineering, physics, computer science, or equivalent with 5 years' experience of which a minimum of 2 years must be specialized in eh design, integration, and installation of hardware systems.
65	Junior Engineer	Requires a Bachelor's degree in engineering, physics, computer science, or equivalent with training in the design, integration, and installation of hardware systems.
66	Senior Information Analyst	Requires a Bachelor's degree with 10 years' experience of which a minimum of 4 years must be specialized in the analysis or application of information technology systems.
67	Information Analyst	Requires a Bachelor's degree with 3 years' experience of which a minimum of 1 year must be specialized in the analysis or application of information technology systems.
68	Senior Modeler	Requires a Bachelor's degree with 10 years' experience of which a minimum of 4 years must be specialized in activity, process flow, simulation, or data modeling using automated tools.
69	Modeler	Requires a Bachelor's degree with 5 years' experience of which a minimum of 2 years must be specialized in activity, process flow, simulation, or data modeling using automated tools.
70	Junior Modeler	Requires a Bachelor's degree with training in activity, process flow, simulation, or data modeling using automated tools.

	Labor Category	Description
71	Senior Multi-Media Software Engineer	Requires a Bachelor's degree in computer science, engineering, mathematics, or equivalent with 10 years' experience of which a minimum of 4 years must be specialized in multi-media instructional software requirements analysis, design analysis, programming, integration, documentation, or test and evaluation.
72	Multi-Media Software Engineer	Requires a Bachelor's degree in computer science, engineering, mathematics, or equivalent with 5 years' experience of which a minimum of 2 years must be specialized in multi-media instructional software requirements analysis, design analysis, programming, integration, documentation, or test and evaluation.
73	Junior Multi-Media Software Engineer	Requires a Bachelor's degree in computer science, engineering, mathematics, or equivalent with training in multi-media instructional software requirements analysis, design analysis, programming, integration, documentation, or test and evaluation.
74	Requirements Analyst I	Requires a Master's degree and 8 years' experience. Duties may include analysis of complex problems, definition of functional requirements, operations research, modeling, process analysis and design, developing and providing training materials, and providing daily supervision.
75	Requirements Analyst II	Requires a Bachelor's degree and 8 years' experience. Duties may include analysis of complex problems, definition of functional requirements, operations research, modeling, process analysis and design, developing and providing training materials, and providing daily supervision.
76	Requirements Analyst III	Requires a Bachelor's degree and 5 years' experience. Duties may include analysis of complex problems, definition of functional requirements, operations research, modeling, process analysis and design, developing and providing training materials, and providing daily supervision.
77	Requirements Analyst IV	Requires a Bachelor's degree and 2 years' experience. Duties may include analysis of complex problems, definition of functional requirements, operations research, modeling, process analysis and design, developing and providing training materials.
78	Requirements Analyst V	Requires a Bachelor's degree. Duties may include analysis of problems and definition of requirements.
79	Senior Database Management Specialist	Requires a Bachelor's degree with 10 years' experience of which a minimum of 4 years must be specialized in database development and administration.
80	Database Management Specialist	Requires a Bachelor's degree with 5 years' experience of which a minimum of 2 years must be specialized in database development and administration.
81	Junior Database Management Specialist	Requires a Bachelor's degree with training in database development and administration.
82	Senior Data Collector	Requires a Bachelor's degree with 8 years' experience of which a minimum of 4 years must be specialized in the collection, organization, and presentation of data.
83	Data Collector	Requires a Bachelor's degree with 4 years' experience of which a minimum of 1 year must be specialized in the collection, organization, and presentation of data.
84	Junior Data Collector	Requires a Bachelor's degree with training in the collection, organization, and presentation of data.
85	Data Analyst	Requires a High School diploma and 4 years' additional related education and/or experience.
86	Senior Strategic Consultant	Requires a Bachelor's degree and 20 years experience in required field; with at least 7 years of senior management level experience with the federal government or private industry. Must possess management or technical insight / capabilities of strategic significance in subject area which is nationally recognized.
87	Strategic Consultant	Requires a Bachelor's degree and 15 years experience in required field; with at least 7 years of senior management level experience with the federal government or private industry. Must possess management or technical insight / capabilities of strategic significance in subject area which is nationally recognized.
88	Senior Facilitator	Requires a Bachelor's degree and 15 years experience in required field; with at least 6 years experience in the facilitation of working group and team processes. Must have demonstrated problem-solving skills associated with such facilitation with the federal government or private industry. Must possess technical insight / capabilities of strategic significance in subject area which is nationally recognized.

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